

REQUEST FOR PROPOSALS

*for the purchase and possible redevelopment
of 3936 Old Lee Highway; and
a portion of 10364 Main Street
in Fairfax, Virginia 22030*

Purpose:

The City of Fairfax Economic Development Authority (Seller) seeks the highest quality fee simple sale of certain public properties and existing improvements located in Old Town Fairfax, Virginia. The properties are located at 3936 Old Lee Highway, and a portion of 10364 Main Street (tax map parcel nos. 57-4-02-116; and 57-4-02-113 (part)) (the “Property”). .



Description of the Property and Environs:

The property consists of 7,764 SF and is situated on Old Lee Highway, mid-block between North Street and Main Street. The property is improved with: the “red barn” building located at 3936 Old Lee Highway and 8 gravel parking spaces located on the property. The current tenant occupying the red barn building operates a retail business on a month- to- month lease agreement. The property

is zoned C-2 with Historic Overlay allowing for retail, restaurant, office, and entertainment venues and is offered “as-is” for fee simple purchase. The current zoning and comprehensive plan zoning both have the property slated for commercial use.

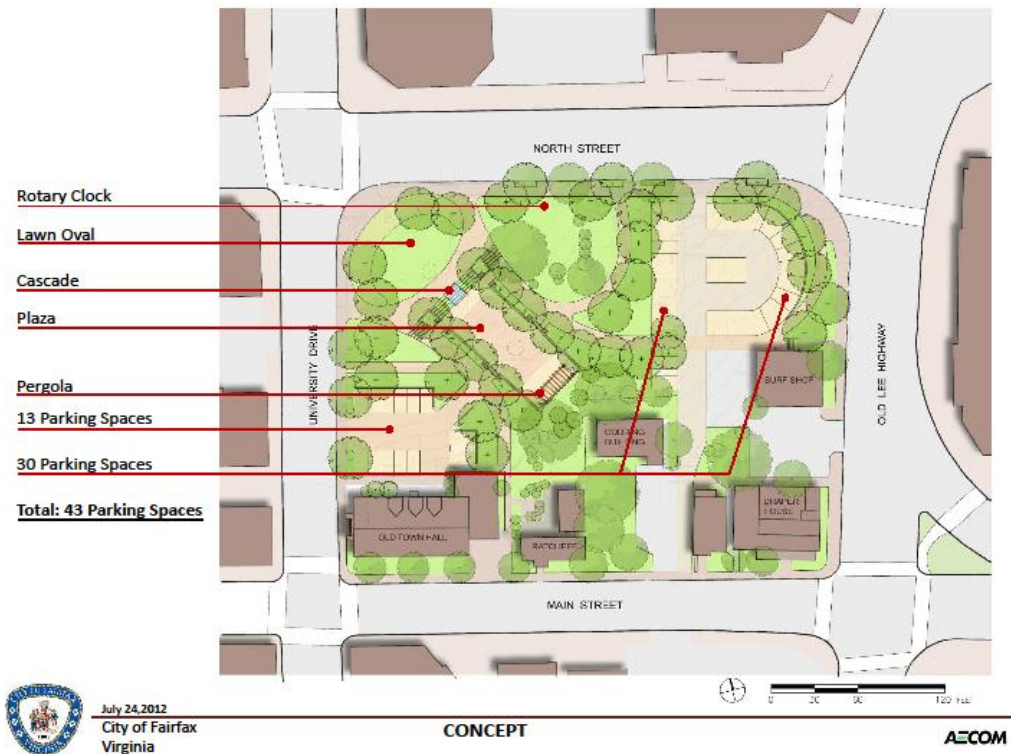
The property located to the east of the subject site is a retail redevelopment known as the Main Street Marketplace with 75,000 square feet of retail and restaurant space.

The property to the north is the site of the new Fairfax City Regional Library. The 45,000 square-foot library has a 200-space attached parking structure and currently averages nearly 40,000 visitors per month.

Properties located to the south are a combination of office and retail buildings. Adjacent properties include the old post office site, which has recently been redeveloped into a project known as Old Town Plaza. Old Town Plaza consists of approximately 150,000 square feet of office, retail and restaurant space with a 558-space parking structure.

To the west of the subject property is Old Town Hall, additional surface parking and historic Kitty Pozer Garden. In January 2012, Fairfax City Council approved a redevelopment scenario which includes the former commercial properties surrounding the subject site.

The redevelopment includes the expansion of green space, reconfigured parking, and a public plaza area (see the recent concept drawing of “Old Town Square” below).



Old Town Fairfax comprises the Historic Downtown and the Transition Overlay District, an area which serves as a business and cultural center for the city as well as for the surrounding Northern Virginia market area. Significant residential development has occurred in recent years in the areas adjacent to Old Town.

The City's Comprehensive Plan includes an objective to promote Old Town Fairfax as the City's focal point and activity center. The primary land use goal for the redevelopment of public and private properties in Old Town Fairfax is to create a critical mass of activity-producing land uses so that Old Town Fairfax becomes a destination for persons living in and outside the City of Fairfax.

Redevelopment Considerations:

In addition to an outright sale of the property, the Seller will consider proposals that include redevelopment of the Property. Purchaser will be responsible for securing the entitlements and all costs associated with any change of use, rezoning or Special Exception application for the Property. Seller makes no representations or warranties that any contemplated re-development plan can or will be approved by authorities having jurisdiction over the Property.

Any redevelopment must include the following:

- Traditional or complementary architectural and site design reflecting forms, densities and site coverage appropriate to the site's location in a National Register Historic District, and re-development complementing the Old Town Fairfax historic pattern as approved by authorities having jurisdiction over the property.
- Underground Utilities. Utility service must be provided via the City's underground dry utility duct bank.
- Streetscape. Old Town Fairfax recently completed streetscape improvements to include squaring the corners, widening for on-street parking, installation of textured crosswalks, brick sidewalks and landscaping. Any redevelopment must incorporate the streetscape improvements and remain consistent with these design standards.
- Parking. Parking, either off-site or on-site, sufficient to accommodate the proposed use must be provided by the successful respondent as approved by the authorities having jurisdiction over the property.

Selection Criteria:

Selection of the successful respondent will be made after consideration of materials submitted in response to this RFP. In evaluating the materials, the selection decision shall be based upon the respondent's qualifications and understanding of the project expectations as follows:

- Demonstrated ability to finance and execute the proposed intent;
- Quality of the offer to purchase.

Submittal Requirements:

- A. Written statement of intent that clearly indicates an understanding of the aforementioned criteria.
- B. Written offer for the property.
- C. Demonstration of ability to finance and execute the purchase.

Selection Process:

- A. Respondents must deliver one (1) electronic and three (3) copies in writing of their proposal to:

Fairfax City Hall
10455 Armstrong Street, Room 207
Fairfax, VA 22030
Attn: Economic Development Office

No submissions or part thereof received after **5:00 p.m. on Friday, March 28, 2014** will be given consideration in the selection process.

- B. Seller will review all proposals and may interview selected respondents as part of the evaluation process.

Seller reserves the right to reject any or all proposals. In the event that no acceptable proposal is received, seller reserves the right to reopen the submission process on any terms it deems desirable in its sole discretion and to interview any respondents submitting an acceptable statement of qualifications.

- C. After announcing the selection, the winning respondent and Seller shall negotiate and enter into contractual agreements for purchase of the site. The agreement shall set forth all terms and conditions for the execution of the sale and/or redevelopment.